

AI SERVICE AUDIT - WORKED EXAMPLE

How a startup caught a \$23,472/year mistake before signing

THE SITUATION

A 12-person SaaS startup was evaluating an Enterprise AI API contract. They were using GPT-4o pay-as-you-go at \$2,400/month. The vendor pitched a 30% discount with a \$3,000/month commitment. Here is what they thought vs. what they would have paid.

WHAT THEY THOUGHT THEY'D PAY

Line Item	Monthly	Annual
GPT-4o API pay-as-you-go (current)	\$2,400	\$28,800
Enterprise commitment (vendor pitch)	\$2,100	\$25,200
Projected savings	---	-\$3,600

WHAT THE AUDIT REVEALED

Using Dimensions 1, 2, and 7 of the Audit Blueprint, they ran a 2-hour audit before signing. The result:

HIDDEN COST 1: Idle Capacity Minimum

The Enterprise contract required minimum 50M tokens/month. At their growth rate, 18M tokens would be idle every month. Cost: \$540/month = \$6,480/year.

HIDDEN COST 2: Egress Fee Trap

Data egress billed at \$0.09/GB. Their product sends ~8GB/day of context. That is \$216/month = \$2,592/year never factored into the pitch.

HIDDEN COST 3: Exit Migration Lock-in

12-month lock-in with prorated early termination fee. To migrate mid-contract: \$18,000 fee plus 3 weeks of engineering time.

TRUE COST AFTER AUDIT

Line Item	Monthly	Annual
Base commitment	\$2,100	\$25,200
+ Idle capacity waste	\$540	\$6,480
+ Egress fees	\$216	\$2,592
+ Exit migration risk (amortized)	\$1,500	\$18,000
TRUE TOTAL	\$4,356	\$52,272
vs pay-as-you-go (\$28,800)	---	+\$23,472 MORE

The Enterprise contract would have cost \$52,272/year vs \$28,800 on pay-as-you-go. That is a \$23,472/year overpayment -- caught in 2 hours with the Audit Blueprint.

THE DECISION

They used the audit findings to renegotiate: no minimum commitment, egress capped at \$50/month, 90-day exit clause. Contract savings: \$18,000/year. The \$27 Audit Blueprint paid for itself in 4 minutes of reading.

This is a preview excerpt from the full AI Service Audit Blueprint. The complete framework includes all 7 dimensions, scoring worksheets, compliance checklists, and a vendor scorecard template -- everything you need to run this audit for any AI provider.

[Get the full AI Service Audit Blueprint -- \\$27 -- instant download](#)